

# Pacific Hardware Company, LIMITED.

## Importers of Plumbing Goods

DIRECT FROM MANUFACTURERS ONLY

WE CARRY THE HIGHEST CLASS GOODS.

The J. L. Mott Iron Works, New York.

The Wolff Manufacturing Company, Chicago.

The Standard Manufacturing Company, Pittsburg.

IN TRANSIT—150 Marble Lavatories,

225 Bath Tubs,

450 Water Closets, etc., etc.

Soil Pipe in Carloads.

IN THE FACE OF ALL PUBLIC AND PRIVATE SENSATIONAL ASSERTIONS, PLUMBING GOODS BROUGHT TO HONOLULU IN LARGE QUANTITIES ARE SOLD BY US AT LESS THAN PACIFIC COAST PRICES.

### Strawberry Season

Not now. But we serve them daily at our Fountain, with delicious Ice Cream.

HONOLULU DRUG CO.

Von Holt Block, King St.

Otto A. Bierbach

## BODY BLOW FOR PLUMBING TRUST

Two Supply Houses Will Sell Goods To All Applicants.

PACIFIC HARDWARE COMPANY AND HONOLULU IRON WORKS STEP OUT

Both Firms Refuse to Break the Law But are Victims of the Illegal and Grasping Combine.

Understanding that the directors of the Pacific Hardware Company had been considering the action and status of the company relative to the plumbing trust, a representative of this paper sought on Saturday last to know their conclusions and intentions. An officer of the company replied that he did not think the paper had given them a fair deal in the matter; that there were two sides to every question, and the dealers' side had not been given.

Upon being assured that the columns of the Advertiser were open to any statement that he might desire to make, he said: "The Pacific Hardware Company has not heretofore dealt to any extent in plumbing supplies; but when it became evident that the connecting up of the sewers would require a large amount of material, we decided to go into the business. The plumbing goods trade in the United States is almost exclusively under the control of a National Association, operating under the so-called 'Baltimore Rules,' one provision of which is that the dealers shall not sell direct to the consumer, but only to the plumbers. It was explained to us that this concentrated the business, allowing a fair and assured profit, and prevented ruinous competition in which no one would make anything. We had no intention of adding the plumbers to make a combination to clinch the public, and do not believe that they have done so. Neither did we dream that we were doing anything in violation of law. The plumbing goods trade in the States is carried on under these rules; if it can be done there, why not here?"

"Since this subject came up here in the papers, we have taken legal advice, and have been advised that the United States anti-trust laws prohibit discrimination between purchasers, and require that we should sell to all who ask for the goods who are able to pay therefor. This being the case, we certainly do not intend to violate the law, and in consequence we are now ready to sell any plumbing goods which we have to anybody who has the money to pay for them. I desire to say this, however, that having made an agreement with the plumbers, we propose to live up to it as far as the law allows. We do not want outsiders to buy plumbing goods of us, do not solicit their trade, and will only sell to them if they demand it. We take this position, not for the purpose of discriminating against the consumers but because we cannot help ourselves. All of the plumbing goods manufacturers in the United States have formed an association, which has made a rule that no goods shall be sold to any dealer unless the dealer agrees to sell to the plumbers only. On the other hand, the master plumbers have formed a union, one of the rules of which is that they will buy no goods from any dealer if he sells to any one except a master plumber. We are therefore between the devil and the deep sea.

"Under these trade rules we can neither buy goods, or, having bought, cannot sell them, except we sell only to master plumbers. Now the law steps in and says that if we do not sell to others we are liable to fine and imprisonment. Neither the Manufacturers' nor the Master Plumbers' Associations have as yet been fully extended to Hawaii, the present status being simply an understanding along the lines above given; I am in hopes that something may be done which will be fair to all, but what the outcome will be is more than I can tell."

One of the managing members of the Honolulu Iron Works made a statement to an Advertiser representative on Saturday as to the knowledge and connection of the Honolulu Iron Works with the so-called plumbing trust. His statement was in substance as follows: "The Honolulu Iron Works has for years imported and dealt generally in steam and water pipe, lead, faucets and

ittings connected therewith, but until about eight months ago did not import or deal in bath tubs, water closets, sanitary traps and other things incidental thereto, generally known as plumbing goods. About eight months ago some of the plumbers who were in the habit of buying pipe and the other materials in which we were generally dealing, stated to us that they could not get plumbing goods such as closets, traps, bath tubs, etc., except from other plumbers, who carried them mainly for their own use, and asked us if we would import such stuff for them. We accordingly agreed to do so, on practically a commission basis, and ordered and have since carried about a \$2,500 stock. We have not intended to engage and are not engaged in a general plumbing supply business. We have not advertised that we have such goods for sale, have no display room, and do not seek patronage from the general public. Our handling these goods at all was simply in the nature of a private arrangement with the plumbers who were patronizing us, and we went into it primarily for the purpose of accommodating these customers of ours. We have not formally entered into any trust agreement.

"We do not understand that the trust has formally entered this Territory. We have an understanding with the plumbers, however, that so far as we can we will live up to the Baltimore rules, which require that the dealer in plumbing goods shall deal only with the plumber and shall

not sell to the consumer. We have been given to understand, however, that the law does not allow us to refuse to sell plumbing goods to consumers, if we have them for sale, and we shall act on that basis. We have not refused to sell any goods to any man who has asked us to sell to him, and will not do so in the future. As a matter of fact, we have sold plumbing goods to very few citizens, doubtless because people do not know generally that we have them for sale, as we do not advertise them. We will certainly sell direct to the Board of Education or any Government body who may apply to us for plumbing goods.

"We understand that the plumbers of this City have applied to the National Plumbing Association for a charter. After such a charter is granted, our understanding is that the members of the National Association of Manufacturers of Plumbing Goods will not sell plumbing goods to any dealer unless he has subscribed to the Baltimore rules. As these rules prohibit selling to anybody except the plumbers, the law requires us to sell to consumers, and the Manufacturers' Association's rules prohibit their selling us goods if we do sell to consumers, we do not know just what the outcome will be. We understand that there are no manufacturers in the United States or Canada outside of the trust. If we sell generally to consumers, the plumbers will not buy of us. In fact, they will be prohibited from doing so under the rules of their Association. If an attempt is made to enforce fully the rules of the Association here, we shall probably go out of the business, rather than have any trouble over the matter. We certainly do not intend to violate the law, and when the Association rules are fully extended here we cannot do business under them, as we understand it, without becoming liable to a violation of the law. The Honolulu Iron Works has acted in this matter in perfect good faith, and with no intention to violate the law or to enable the plumbers to clinch the public. We believe that certain plumbers here have made extortionate charges, but there are others who are honest and reliable men, who are doing business on a narrow margin. If people are so foolish as to give a plumber or anybody else an order in blank to do work, without agreeing upon the price, it is their own fault if they are overcharged."

"We believe that the key of the situation to protect the public is in having an honest, fair plumbing inspector. With an honest civil engineer as an inspector, who will pass work which is good and throw out only that which is bad, we believe that the honest plumbers who do good work at reasonable rates will soon get the business to the exclusion of those of the opposite kind."

### BELGIAN ARMY REFORM.

BRUSSELS, Nov. 3.—It is said the Belgian Cabinet has decided upon the appointment of a mixed commission, composed of members of the Legislature and army officers to investigate military affairs with the view of instituting army reforms.

## JAPAN WAS IN THE KILOHANA ART LEAGUE'S HOME SATURDAY

THE KILOHANA ART LEAGUE'S spacious quarters were a brilliant scene Saturday afternoon when a Japanese "at home" was given. The sunlight poured in a stream upon the kimono-clad, dainty little women from the Orient, and the ladies who assisted in receiving. Miss Kinney's blonde hair and striking kimono was a most effective bit of color. The picture room was thoroughly artistic with its picturesque and quaint tea table, its characteristically national musical instruments, notably the samisen and koto, and its great branches of bamboo for decoration. It was a charming sight, very cheerful and finely suggestive of that Orientalism over which imagination throws such a glamour. A very original Japanese painting added the necessary piquante touch. Elegantly gowned and fashionable women filled the apartment and listened with more than ordinary interest to the music and address.

Miss Kinney with her violin and Miss Castle upon the piano delighted the large audience by some very delicate and fascinating Japanese music. Miss Castle then sang a little Japanese air. They were both applauded.

Mrs. Imanishi delivered an address in English on "Japanese Women and Their Home Life."

This was really enjoyable, for, aside from its intrinsic worth as a true and faithful account of the manners and customs of the Japanese upper classes, no tinge of broken English marred the sense or understanding of the reading. Mrs. Imanishi could be plainly and distinctly heard from one end to the other of the large apartment.

She entered into many phases of the pretty almond-eyed damsel's private life and carried her hearers from early childhood, with its joys, which were numerous, and its sorrows, which were very few indeed, through maidenhood with its marriage of duty, not love; its sweet young wifehood and motherhood (its strong redeeming national trait) and to that bugbear of all nations, old age.

She told the story with a gentle individuality of dignity and grace that was foreign and most attractive. Probably the Japanese tea table manners, differing so greatly from Western ideas of the correct, caused the greatest sensation, when described. The pounding of the tea to a fine powder, the mixing it with the boiling water and whisking it to a foam with a bamboo stick showed possibilities in tea brewing quite unknown to the ordinary tea drinker. But when this decoction was placed in a bowl, each guest taking precisely three sips—each sip being regulated by fashion—so that when the turn of the last guest present came there were just the three tiny sips left for her, the wonderful faculty of this wonderful race of beings for minute and careful exactitude is what impressed one most!

And it "would be very bad taste not to speak about the sugar bowl," etc., said Mrs. Imanishi.

It was a distinct and gratifying address and the approval and applause was general and genuine. Music followed. The music of the Orient, of the samisen and the trailing, tremulous, quivering human voice.

Mrs. Imanishi introduced the two tiny musicians, Mrs. Okita and Mrs. Ota. They sat on fawn-colored cushions and they looked as if they had just stepped out of the canvas of one of the pictures made familiar to us by the famous American artist who spent so many years among them.

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Patent Washout Closets.  
Enameled Lavatories.  
Enameled Sinks, assorted sizes.  
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Galvanized Steel Sinks, assorted sizes.  
Lead Pipes, assorted sizes.  
Lead Traps, assorted sizes.  
Galvanized Iron Pipes, assorted sizes.  
Pipe Fittings, assorted sizes.  
Pig Lead, Calking Lead; Solder, in large quantities.  
Navy and Plumbers' Oakum.  
Hose Bibbs, assorted sizes.  
Check, Gate and Globe Valves.  
Stop and Service Cocks.  
Tinned Rivets, assorted sizes.

HAWAIIAN HARDWARE CO., Ltd.

NO. 207 FORT ST.,

OPPOSITE SPRECKELS' BANK.

## Hawaiian Books

THURM'S HAWAIIAN ANNUAL.  
The recognized book of information about Hawaii.

"Hawaii: Our New Possessions"—Musick.  
"Six Months in the Sandwich Islands"—Bird.

"The Making of Hawaii,"—Blackman.  
"Islands of the Pacific"—Alexander.  
"Vacation Days in Hawaii and Japan"—Taylor.

"America in Hawaii"—Carpenter.  
"Hawaii and a Revolution"—Kroul.  
"Our Island Empire"—Morris.

"Aloha"—Chaney.  
"Early Northern Pacific Voyages"—Corney.

"Flora of Hawaii"—Hillebrand.  
"Indigenous Flora of Hawaii" (forty-two colored plates)—Sinclair.

"Hawaii and Its People"—Twombly.  
"History of the Latter Days of the Hawaiian Monarchy"—Alexander.

"The Island," a journal devoted to scientific researches.  
"Andrews' Hawaiian Dictionary."

"Andrews' Hawaiian Grammar."  
"Alexander's Hawaiian Grammar."  
Headquarters for Hawaiian information.

## Thos. G. Thrum

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Good Souvenir to Take Home With You

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MY WIFE'S SALAD DRESSING.  
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DRIED FRUIT (new crop).  
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